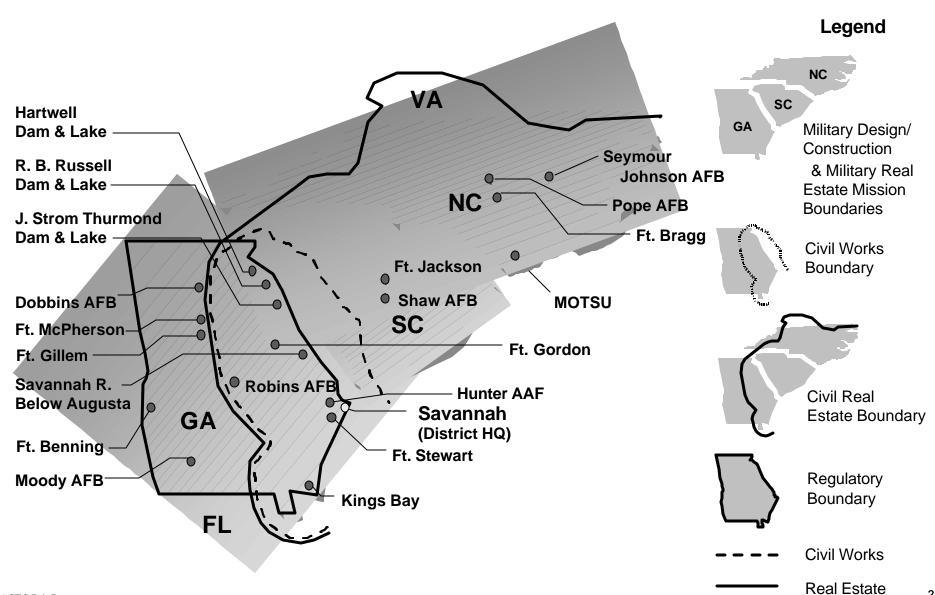


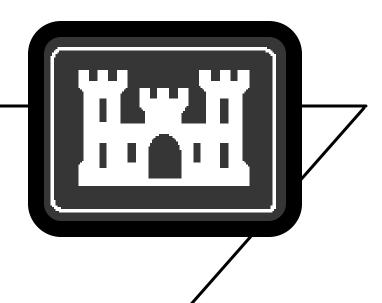
Savannah District

Presented by Steve Turner Savannah District 21 November 2002



Boundary Map





Military Program



FY 03 Military Program



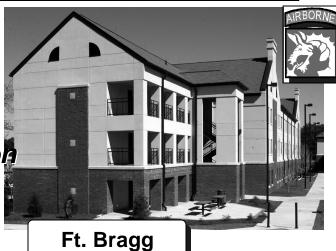
Army

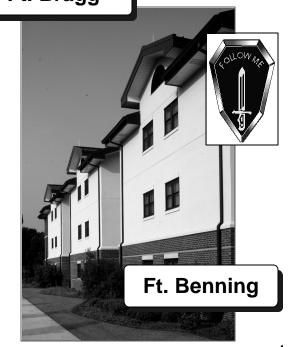
\$750 Million
Under Construction

\$678 Million Under Design







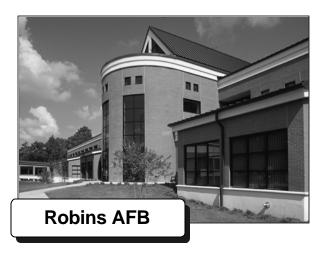




FY 03 Military Program



Seymour Johnson AFB



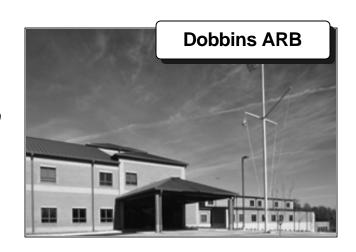
Air Force

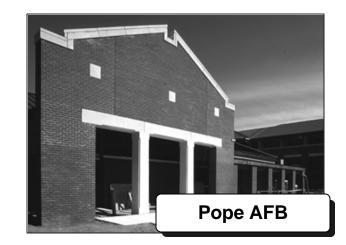
\$140 Million
Under Construction

\$94 Million Under Design



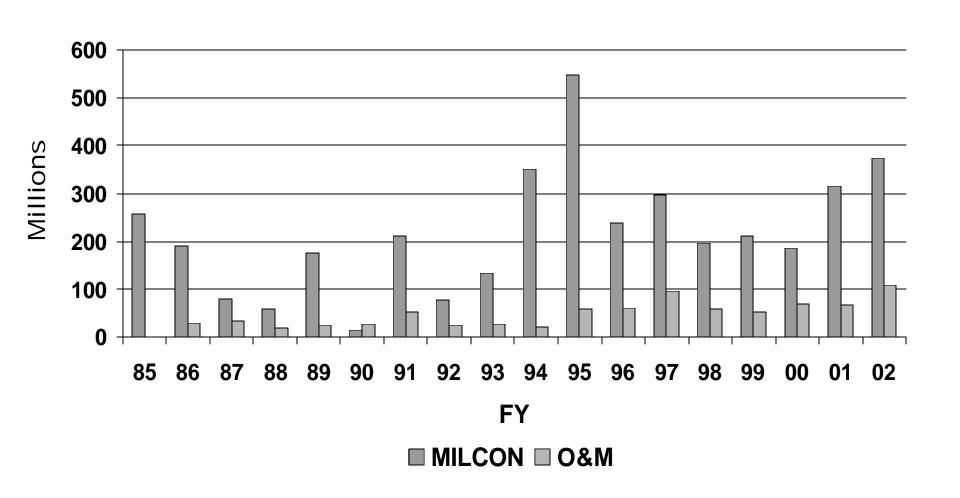
Moody AFB

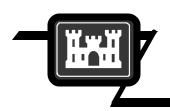






Military Contract Award Trends



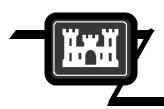


Army Program

Summary (\$K)

Station	2003	2004	2005	2006	2007	Later	Total
Benning	\$74,750	\$31,000	\$118,456	\$27,354	\$67,354	\$170,059	\$488,973
Bragg	\$158,159	\$104,000	\$138,096	\$168,498	\$235,460	\$293,632	\$1,097,845
Gillem	\$3,241	\$5,500	\$0	\$0	\$0	\$20,518	\$29,259
Gordon	\$0	\$0	\$72,000	\$0	\$0	\$0	\$72,000
Hunter	\$26,000	\$65,500	\$0	\$0	\$0	\$63,000	\$154,500
McPherson	\$2,611	\$5,900	\$0	\$4,200	\$0	\$18,200	\$30,911
Jackson	\$42,050	\$0	\$29,000	\$87,300	\$96,307	\$307,311	\$561,968
Stewart	\$2,651	\$0	\$7,500	\$50,646	\$69,768	\$36,818	\$167,383
Sunny Point	\$0	\$0	\$0	\$0	\$25,000	\$15,000	\$40,000
	\$309,462	\$211,900	\$365,052	\$337,998	\$493,889	\$924,538	\$2,642,839

AGEG D. 1.5



Air Force Program

Summary (\$K)

Station	2003	2004	2005	2006	2007	Later	Total
Dobbins	\$2,000	\$0	\$0	\$7,400	\$9,747	\$4,000	\$23,147
Moody	\$0	\$9,408	\$0	\$7,400	\$8,000	\$18,400	\$43,208
Pope	\$9,700	\$25,200	\$10,000	\$19,800	\$19,400	\$45,300	\$129,400
Robins	\$7,100	\$31,800	\$6,000	\$43,900	\$44,300	\$87,980	\$221,080
Seymour Johnson	\$0	\$10,000	\$0	\$16,900	\$13,800	\$63,200	\$103,900
	\$18,800	\$76,408	\$16,000	\$95,400	\$95,247	\$218,880	\$520,735

GTC D L T



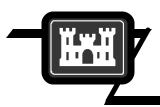
DoD Program Summary

Summary (\$K)

Station	2003	2004	2005	2006	2007	Later	Total
Benning	\$0	\$2,100	\$0	\$0	\$0	\$0	\$2,100
Bragg	\$39,908	\$25,200	\$0	\$6,000	\$0	\$62,400	\$133,508
Hunter	\$5,905	\$0	\$18,000	\$6,900	\$0	\$0	\$30,805
Stewart	\$0	\$0	\$0	\$6,900	\$0	\$0	\$6,900
Jackson	\$1,794	\$4,900	\$0	\$0	\$0	\$0	\$6,694
Pope	\$500	\$0	\$0	\$0	\$0	\$15,700	\$16,200
	\$48,107	\$32,200	\$18,000	\$19,800	\$0	\$78,100	\$196,207

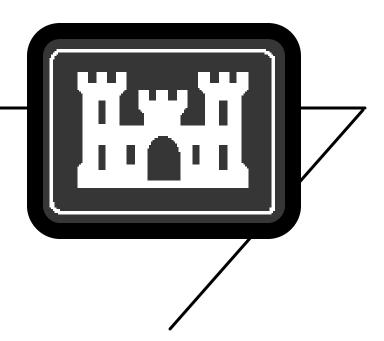


	FY-03	FY-04	FY-05	FY-06	FY-07	Total
Army Program	\$309,462	\$211,900	\$365,052	\$337,998	\$493,889	\$2,978,892
Air Force Program	\$18,800	\$76,408	\$16,000	\$95,400	\$95,247	\$581,647
DOD Program	\$47,607	\$32,200	\$18,000	\$19,800	\$0	\$232,769
Total	\$375,869	\$320,508	\$399,052	\$453,198	\$589,136	\$2,587,490



Military Program Trends

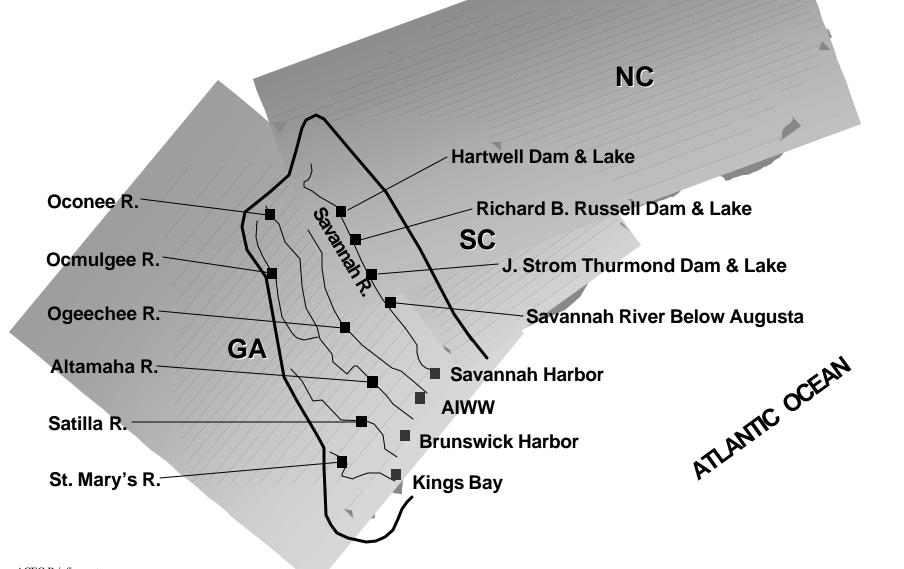
- ◆ Army Facility Strategy Vehicle Maintenance Shops, Classrooms, Trainee Barracks, Fitness Centers, Chapels and Reserve Centers
- ◆ Transformation of Installation Management (TIM), Privatization and CA Studies
- ◆ Continued use of negotiated procurements (LPTA, PPT, D-B & 8(a) negotiated)
- **♦** Design-Construct-Commission Initiative
- **♦** Programming Charrettes
- ◆ Sustainable Design



Civil Works Program



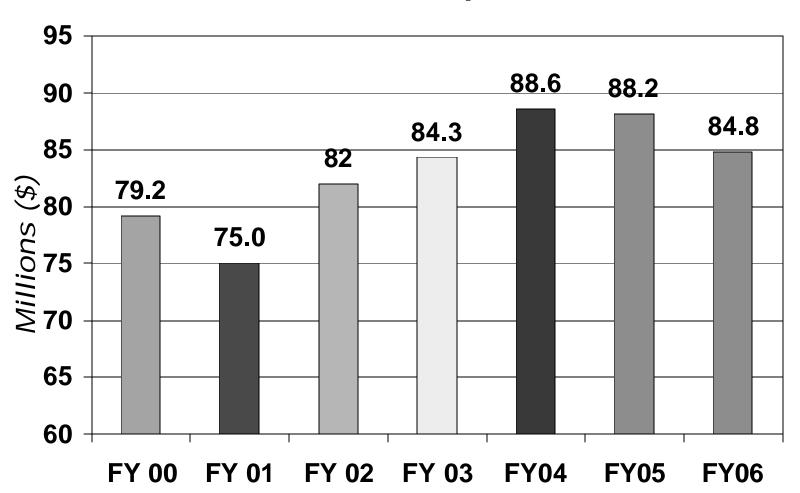
Civil Works Boundary

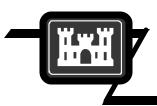




Civil Works Program Workload

Estimated Expenditures





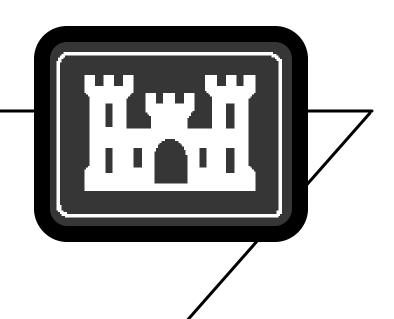
Important Trends in Civil Works

- ◆ Civil O&M steadily increasing
- ◆ Civil General Investigations steady
- ◆ Civil Construction generally steady
- ◆ Environmental Restoration Projects increasing



SAS Civil Works 3-5 Year Forecast

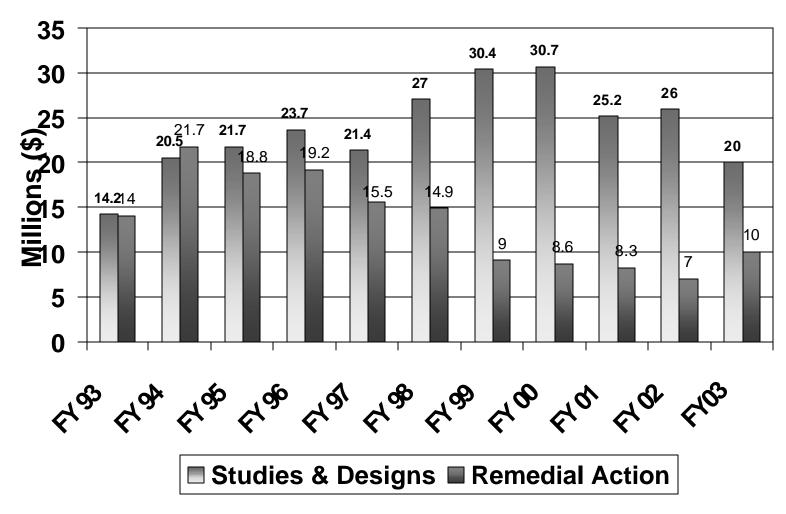
	GI	CG	O&M	CF	Total
♦ FY02	\$2.5	20.0	49.0	10.5	\$82.0M
♦ FY03	\$1.8	25.0	51.5	6.0	\$84.3M
♦ FY04	\$2.1	30.0	52.0	4.5	\$88.6M
♦ FY05	\$2.2	30.0	54.0	2.0	\$88.2M
♦ FY06	\$2.3	25.0	55.5	2.0	\$84.8M
♦ FY07	\$2.4	25.0	57.0	3.0	\$87.4M



Environmental & Interagency and International Services



Environmental Workload





Environmental Workload

- Service Contracting
 - Sampling, studies, laboratory analysis
 - Operations & Maintenance
 - Professional Services
 - Remediation, removal actions, demolition
 - Construction/Installation of facilities &/or equipment
- Architect-Engineer (A-E) Contracting
 - Investigations, studies
 - Designs, plans & specs



Future Environmental Contracts

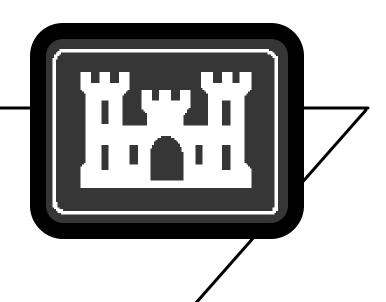
Pending / Future

Service	# Contracts	Туре	NAICS (SIC)	Annual Capacity	Contract Term	Remarks
8(a)	2	IDIQ-FFP	562910 (8744)	\$1M	1 basic + 2 option yrs	Direct Match - In Process
SBSA	2	IDIQ-FFP	541620 (8748)	\$2-3M	1 basic + 4 option yrs	Solicitation scheduled for 1st QTR FY03



HTRW Trends

- ◆ Continued use of ID/IQ Contracts
- Continued use of Simplified Acquisitions
- **♦** Sharing of Contract Resources
 - Within South Atlantic Division
 - Between USACE Divisions
- Increased workload in Eco-Restoration
- Increased requirement for Water and Wastewater System Assessments & Upgrades
- ◆ EPA Brownfields Program gaining momentum nationally
- Increased interest in Fixed Price Remediation
 Contracts



Small & Disadvantaged Business Program



FY 03 Goals

Prime Contracts

◆ Small Business	41.9%
♦ HUBZone SB Set Aside	3.0%
♦ Small Disadvantaged Business	16.1%
♦ Women-Owned Small Business	5.4%
Service-Disabled Veteran-Owned Small Business	3.0%
 Historically Black Colleges & Universities, Minority Institutions 	13.2%



Annual USACE Small Business Conference

- 3-5 December 2002
 Arlington, VA
- ◆ Primes can exhibit
- http://www.ncsievents.com/#

POC: Gwen Parker 912.652.5340

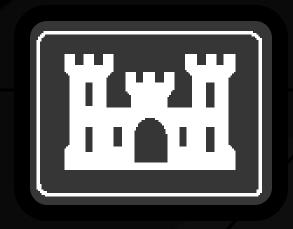


Georgia Women's Entrepreneurs Conference & Regional Small Business Procurement Fair

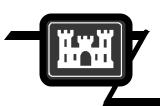
- ◆ 12-13 March 2003
- Riverfront Marriott
 Savannah, GA

◆ Primes can exhibit

POC: Gwen Parker 912.652.5340



Contracting Trends



The Best Value Continuum

Assumes

Greatest Risk/

Control Invitation for Bid – sealed bid

Low Price Technically Acceptable

Price-Performance Trade-off

One Step Design-Build

Two Step Design-Build

GOVERNMENT

Least Control

CONTRACTOR

Assumes
Greatest
Risk/Control



BEST VALUE TRADE-OFFS



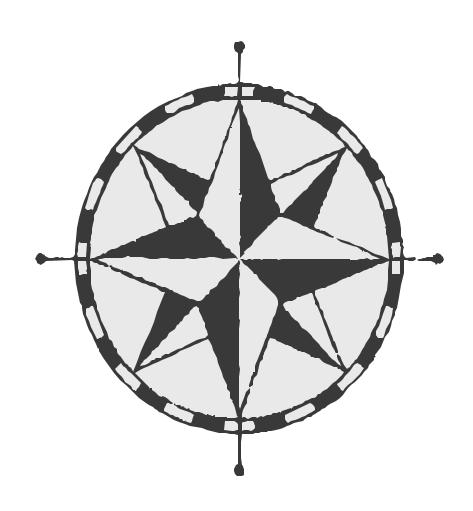
PROJECT REQUIREMENTS

- •SIZE
- FUNCTIONALITY
- •LOCATION
- •RESTRICTIONS

__



Where are we headed?





Military Program Acquisition Trends

MILCON and Major Reimbursable Project Acquisition Type

	9	9		00		01		02	(03	
IFB	13	65.0%	18	62.0%	11	39.0%	13	27.7%	0	0	
RFP's	4	E 00/	7	24.00/		22.00/	7	44.00/		20.00/	
LPTA	1	5.0%	7	24.0%	6	22.0%	7	14.9%	5	20.8%	
PPT	1	5.0%	0	0.0%	2	7.0%	5	10.6%	4	16.7%	
D-B	1	5.0%	2	7.0%	5	18.0%	12	25.5%	5	20.8%	
8(a)neg	4	20.0%	2*	7.0%	2*	7.0%	7*	14.9%	7*	29.2%	
IDIQ	0	0.0%	0	0.0%	2	7.0%	3	6.4%	3	12.5%	
Total	20		29		28		47		24		

*Includes one 8a D-B



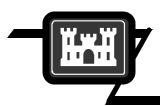
Military Program Acquisition Trends

FY-03 Design Build Forecast in Dollars

♦ *Army* 45%

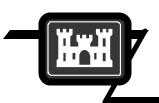
♦ Air Force 98%

◆ DoD 86%



Construction Contracting

- Increased use of Design-Build projects for both Army and Air Force programs
- Increased use of "Best Value" procurements
- Construction IDIQ Contracts for smaller maintenance and repair projects



A-E Contracts Trends

- ◆ A-E IDIQ Contracts will be the typical method of executing designs
- ◆ Project specific contracts will rarely be used
- Annual announcement will be the basis for selections
- ◆ Two main announcements:
 - Major new construction
 - ❖ Maintenance and repair
- Firms can be added to list and amend qualifications throughout the year



A-E Contracts Trends

- Current plans are to stagger selections throughout the year
- ◆ Typically we make 2 to 3 selections/ quarter
- Contracts will typically consist of a base year and two one-year options, each with a maximum limit of \$1 Million
- New Submission Forms are in the works! Still no implementing instructions
- ♦ POC for A-E selections is Lucie Hughes at 912.652.5645



Take Away Points

- ◆ Environment is increasingly competitive
 - Increased number of responses
 - Increase in "first-time" companies
- Past performance is critical!
- Respond to ALL RFP requirements
- Pay attention to weight and significance assigned to specific factors



Take Away Points

(Continued)

- Meeting Minimum requirements rates as "Satisfactory", not "Outstanding"
- ◆ Get Debriefed (An excellent way for contractors to learn how to improve submittals)



District Web Site

